

DARPA BAA PROCESS

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• READ THE BAA

- DRAFTING THE BAA
 - Words are Meaningful
 - Must and Shall
 - May
- Technical vs Administrative
 - Technical Leads to “Selectable”
 - Administrative Leads to Contract Award
 - Cost Proposal
 - IP Assertions





BAA PROCESS

- PROPOSAL PREPARATION/SUBMISSION
 - Instructions are detailed in the BAA and attachments published on FBO.gov (**Follow closely**)
 - **ALL** questions to program mailbox: **Improv@darpa.mil**
 - FAQ (including today's) will be available on the DSO Opportunities page on DARPA.mil (**Read Regularly**)
 - Funding instrument types typically vary from program to program; however, DARPA intends to only award purchase orders for Improv
- If you don't justify your proposed costs, we can't justify awarding you a contract.
 - Pay close attention to cost proposal instructions





BAA PROCESS

- EVALUATION/AWARD
 - Read Evaluation Criteria Carefully
 - Government reserves the right to select for award all, some (partial selection), or none of the proposals received.
 - Government anticipates making multiple awards
 - No common Statement of Work - Proposals evaluated on individual merit and relevance as it relates to the stated research goals/objectives rather than against each other
 - Overview of the Process
 - Government Review
 - Notification
 - Negotiation

